



FEDERCHIMICA

ASSOBIOTEC

Italian Association for the Development of Biotechnology

## MEMORANDUM OF UNDERSTANDING

***This Memorandum of Understanding (“MoU”) is entered into by and between The Massachusetts Biotechnology Council (“MassBio”) and The Italian Association for the Development of Biotechnology (“Assobiotec”) to memorialize the mutual desire to collaborate and to develop and sustain a relationship of support and cooperation for the betterment of the life sciences industry and their respective communities. MassBio and Assobiotec individually will be referred to as a “Party” and together, as the “Parties”. The term of this MOU is twenty-four (24) months from the Effective Date, and the Parties will reconvene at expiration to discuss renewal.***

The Parties will work together in good faith to assist and support the efforts of life sciences companies organized in the region of one Party seeking to establish or grow a presence in the region of the other Party. In this regard, each Party will reasonably endeavor to provide introductions to their respective members and other community resources in their region to the other Party and to its members, upon reasonable request.

Assobiotec, its members and delegations, will participate in any appropriate MassBio event to be determined jointly by the Parties and Assobiotec will provide MassBio with the similar opportunities, such as participation for investment or partnering or business purposes at national events such as BioInItaly Investment Forum 2013, IFIB 2013 (Italian Forum on Industrial Biotechnology and Bioeconomy) and any other similar event.

MassBio will provide Assobiotec opportunities to interact with the Massachusetts cluster by way of customized events, to be developed jointly by the Parties, in order to provide the Massachusetts audience with a deeper understanding of the resources and opportunities available to life sciences companies doing business in Italy.

MassBio will offer Assobiotec’s member organizations the opportunity to participate in the MassCONNECT mentoring program. This opportunity allows for Assobiotec’s member organizations to participate in the MassCONNECT application process – actual selection of companies is determined solely by MassBio.

Each Party designates primary contact responsible for the implementation of these collaborative efforts. Assobiotec designates Dr. Rita Fucci, Technical Scientific Coordinator as primary contact responsible, while MassBio designates Mr. Peter Abair, Director of Economic and Global Affairs, as primary contact responsible.

This collaborative project will be known by the Parties as “**BioBridge Global Gateway**” reflecting the goal of building a bridge of cooperation between the two Parties, their respective life sciences communities and the two regions.

The designated primary contact from each of the Parties will work together to develop and implement the strategies to achieve the goal of cooperation described in this Memorandum of Understanding.

***Although this Memorandum of Understanding is not legally binding on either of the Parties, it is the Parties intention to use good faith efforts to work together to establish a mutually rewarding relationship. Under that premise, the Parties have executed this Memorandum of Understanding as of November 12<sup>th</sup>, 2012 (“Effective Date”).***

MASSACHUSETTS BIOTECHNOLOGY  
COUNCIL

ASSOBIOTEC

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Robert K. Coughlin  
President

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Alessandro Sidoli  
President